

Message Text

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PAGE 01 STATE 094922

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ORIGIN EA-09

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DRAFTED BY EA/PHL:RTWILLNER:EM

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BB/TPD-PPILKAUSKAS

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R 200042Z APR 76

FM SECSTATE WASHDC

TO AMEMBASSY MANILA

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E.O. 11652: NA

TAGS: ETRD, RP

SUBJECT: NATIONAL SUGAR REFINING CO.

1. PRESIDENT NATHAN BILGER AND VICE CHAIRMAN GOTTESMAN FROM NATIONAL SUGAR REFINING VISITED PHILIPPINE DESK APRIL 19. THEY HAD MADE APPOINTMENT WITH AMBASSADOR SULLIVAN BUT WERE DELAYED EN ROUTE AND HE HAD TO DEPART BEFORE THEIR ARRIVAL.

2. PURPOSE OF CALL WAS TO REQUEST AMBASSADOR'S ASSISTANCE IN OBTAINING INVITATION FOR BILGER AND GOTTESMAN TO VISIT MANILA, FOR NEGOTIATIONS WITH GOP ON LONG-TERM SUPPLY CONTRACT, SIMILAR TO THOSE ARRANGED WITH SUCREST AND GREAT WESTERN. THEY SAID CAPACITY OF THEIR COMPANY IS ONLY ABOUT 500 THOUSAND TONS PER YEAR, AND THEY DID NOT SEEK ENTIRE AMOUNT FROM ONE SUPPLIER, BUT WOULD BE INTERESTED IN SECURING SUBSTANTIAL PORTION THEREOF FROM PHILIPPINES ON LONG-TERM BASIS.

3. VISITORS EXPLAINED THEY HAVE PARTNER IN THE PHILIPPINES WHO HAS BEEN EXPLORING PROSPECTS BUT THEY BELIEVE VISIT BY THEM WOULD BE ESSENTIAL TO SUCCESSFUL CONCLUSION OF
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PAGE 02 STATE 094922

NEGOTIATIONS. THEY WOULD LIKE TO MAKE TRIP FIRST WEEK OF

MAY IF POSSIBLE BUT FEEL THAT THEY SHOULD HAVE INVITATION
FROM GOP BEFORE DOING SO.

4. DEPTOFF NOTED THAT EMBASSY HAD NOT BEEN INVOLVED IN
SUCREST OR GREAT WESTERN NEGOTIATIONS. CONFIRMED HOWEVER
THAT USG HAD INDICATED GENERAL SUPPORT FOR CONCEPT OF
LONG-TERM CONTRACT. AGREED TO RELAY REQUEST TELEGRAPHIC-
ALLY TO EMBASSY, SEEKING REPLY IN TIME FOR EARLY MAY
VISIT IF THAT POSSIBLE.
ROBINSON

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Message Attributes

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To: MANILA
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